

HAND-MADE AND UN-SURPASSED.

W. E. Spach Sticks to the Old-Fashioned Method in his Wagon Factory.

THE SENTINEL FINDS SOMETHING TO SAY ABOUT MR. SPACH AND HIS BUSINESS.

Twenty-five years ago came the 1st of January. Mr. W. E. Spach began learning the wagon trade as an apprentice to the late J. P. Nissen. After working at the business for five years he began to do some pretty solid thinking. He reflected that if his employer could make money off his work he ought to be able to do the same for himself, so he opened a shop and began manufacturing. He employed only one blacksmith and did all the wood work himself, and he manufactured on an average of two wagons per month, mostly made upon special order and all sold in this immediate section to the farmers. In this way business was carried on for about ten years, then he began employing additional workmen and increased his product year after year until now the product is about 300 wagons per year, or an average of one per day. This increase continues with unflagging regularity; this year fully fifty more wagons have been made by Mr. Spach than during 1883, and he hopes and expects that a similar increase will characterize 1886.

Mr. Spach differs from most other extensive wagon manufacturers in his methods, and his trade is of a class that would not be satisfied with wagons made in any other way. He began making wagons by hand and he has continued to do so. He believes in muscle and brawn instead of in machinery, and he hasn't deviated from this system. The result is that the wagons of his manufacture have a distinctive reputation—every one who buys a Spach wagon knows just what he is getting, and the customers of the Factory are willing to sweat by it, for they have ever found the vehicles reliable.

We don't suppose that Mr. Spach will undertake to build a wagon on just the same principles that the Deacon's "one horse shay" is said to have been constructed. As our readers will remember, in this famous vehicle the wheels, shafts, body—every part in fact—was equally strong as the other; it ran for generation after generation; eventually it collapsed—it became "nothingness" and the places that once knew it knew it no more for ever. Now we don't reckon Mr. Spach builds anything upon exactly that plan, but he comes mighty close to it. We want to preserve our reputation for veracity in all its purity else we could tell how long some of Mr. Spach's wagons have been in daily use. There actually seems to be no "wear out" to them. It's "hard lines" on men who do everything but the farming, and the better satisfied and the reputation of the Factory gains in consequence.

Mr. Spach obtains his raw material for the wood-work of his wagons from this immediate vicinity, *i. e.*, from within a radius of twenty-five to thirty miles from Vaughnstown or Winston-Salem. Before being manufactured everything is thoroughly seasoned; the ironing is perfect, and while the old-time features are retained, new and valuable improvements are embodied from time to time; these improvements, however, before being adopted, are thoroughly tested at the factory, for Mr. Spach has no desire that his customers should be anything but the gainers by them.

Nearly or quite all the wagons manufactured by Mr. Spach are sold in this State, South Carolina and Virginia; some are delivered to agents at different points by rail, others are carried across the country by the Factory's own team. Every wagon is guaranteed to be as represented, and all who know anything of the gentleman in question know that the guaranty is a good one.

The business is under Mr. Spach's own management, but, after all, he largely relies upon his son, Mr. J. C. Spach, who acts as general superintendent. When Mr. J. C. Spach was only fourteen years of age his father entrusted him with the general supervision of the business, and its growth during the years since intervening is not a little owing to his thorough and business-like methods. So far as the ready and willing to do both father and son have done everything in their power to advance the business upon the best basis of all—that of real merit of the wagons made.

We can't compliment Mr. Spach upon the appearance of his various factory buildings, for truth compels us to say that they are not imposing. All the same, they answer their purpose well, and patrons of the factory are more concerned in the product than in the buildings in which that product is fashioned.

We like to write of instances of business success like this. We know that its past and present prosperity is not the result simply of adventitious circumstances but of hard, persistent work. When Mr. Spach determined to work for himself instead of some one else he sounded the key note of success, and we wonder if when he and his solitary blacksmith were working away year after year if he fancied the time would come when wagons would be so prized at home and abroad that he would find it difficult to supply the demand? We presume he did—at all events, he has embraced every opportunity that has presented itself for enlarging his business, while at the same time he has been consistently adhering to the time-honored plan of hand labor. He knows that there are thousands of farmers who won't have a machine made wagon at any price, and so his field and sphere of usefulness is found in supplying men who, like him, think the old way is the best.

ORINOCO WAREHOUSE.

A Model Tobacco Warehouse.

AND PRESIDED OVER BY AN ENTERPRISING FIRM.

To any one visiting Winston for the first time, its tobacco warehouses become objects of decided interest. Especially is this the case if a big "break" is in progress. Then can be seen gathered together flocks of fifty or more keen-eyed, thoroughly trained buyers—men whose senses are so trained as to enable them to tell to the fraction of a cent what this, that or the other grade of leaf is worth to the manufacturer or shipper; there is the stentorian voiced auctioneer; there is the farmer steadily watching the sale of his crop; there are a number of lookers-on, and this crowd surges back and forth, up and down the great floor, pausing but a moment at each "pile" of leaf, and so, day after day and week after week the sales continue. A "break" over at one warehouse another begins at another warehouse, and the sights and sounds witnessed at one are duplicated at the others.

For the benefit of those who are unfamiliar with the warehouse system, we have collated some facts relating to the Orinoco Warehouse, and we hope and believe the items we here give will be read with no small pleasure here at home than abroad.

To begin with, we may say that the Orinoco is the property of a joint stock company—a company that represents very large capital. The building itself is of brick; it is admirably lighted, ventilated and arranged, and it presents a floor of 25,000 sq. ft. The adjacent yard is paved with rock so as to be free from mud; there are a large number of dry stalls for the stabling of farmers' teams, and this yard is abundantly supplied with water from both the city water works and wells upon the premises. Within the warehouse are a number of rooms, some supplied with stoves, fire-places and mattresses, and one room is kept specially for ladies. The basement affords large storage capacity, and a gallery running along the north-side of the building opens into commodious prize rooms. There are also suitable offices, and the entire premises suggest the idea of large business transactions.

It is a fact, too, that large transactions characterize the Orinoco. When it was first opened for the sale of leaf, on the 10th of November, 1884, there were six hundred piles of tobacco upon the floor, and the sale proved eminently satisfactory; good prices were realized, the building was spirited, and the warehouse began its career under as favorable auspices as any one could wish. One tobacco year has passed since then, and that year has been one of unqualified success for the Orinoco. It has been demonstrated that there was abundant room here for a great enterprise of this kind, and the business of the warehouse has been shown to be well qualified to sustain the prestige which was gained on the 10th of November one year ago.

The firm operating the Orinoco is Gilmer, Wilson & Co. Of Capt. Gilmer we have elsewhere written in connection with the only exclusive wholesale house of tobacco in this section, and we have also written of Mr. W. H. Shelton, of Patrick county, Va., who comes to us highly recommended as a man of sterling character and of first-class business qualifications. That good old friend of the farmer, Sam. Wall, of Stokes county, will continue with us. This gentleman is well known to the tobacco trade of this section, and he is ready and willing to attend to your wants. These two gentlemen will have charge of our floor and will do everything in their power that will add to your interest and comfort. Mr. Chas. W. Shields, of Davidson county, is our Book-keeper, who is ably assisted by Wm. T. Keen, of Davidson county. These two gentlemen will conduct their part of the business with promptness and accuracy. W. C. Wharton, of Guilford county, is our Collector and Ticket Maker. We feel confident in saying that our corps of assistants is complete.

The compliments thus paid to these gentlemen are merited, as their every-day business action demonstrates. Though but one year has passed since the Orinoco Warehouse was opened, one would be led to infer from the large breaks daily taking place that it had been a candidate for popular favor for a much longer time. The fact is that the firm have not been willing, even in a figurative sense, to "hide their light under a bushel." On the contrary, they have used every honorable effort to gain the attention of the public; they have used printer's ink very extensively, and they have tried to confine themselves to a statement of facts. The fact is that the firm have advanced of their own business, which is perfectly natural, but they are doing all they can to further the name and reputation of Winston as a tobacco market. So far as that is concerned, there are no petty jealousies among our warehouses, but,

rather, a spirit of generous emulation that cannot be too highly commended.

Gilmer, Wilson & Co. are receiving tobacco this year from a wide scope of country. Farmers in Forsyth, Davidson, Guilford, Stokes, Surry, Davie, Rockingham, Rowan and other counties in North Carolina, are represented by leaf upon the floor of the Orinoco, and so are their brother farmers from adjacent counties in Virginia. Other tobacco markets in this State and Virginia also consign to Gilmer, Wilson & Co., because Winston leads them as an all around market.

In this great issue of THE SENTINEL, we present an engraving of the Orinoco Warehouse. Our artist has faithfully pictured its exterior—of its interior arrangements we have written above.

How complete they are our farmer friends are well aware, and every patron of the house also knows that it is impossible for any firm to be more liberal in its dealings with them than are Gilmer, Wilson & Co. The firm make no extravagant and unreliable pretensions, but they talk business, they mean business, and they do business, and they do it in such a satisfactory way that they, their patrons and the Twin-City are substantial gainers.

OUR DRUGGISTS.

Smith & Brown may Well be Considered a Representative Firm.

WHAT THE SENTINEL KNOWS CONCERNING THEM.

The senior of the firm to which THE SENTINEL now alludes doesn't have the appearance of a patriarch and yet he is, by comparison, one of Winston's old residents, for he has lived here ten years, and as such and as a representative business man he has been honored with the Mayoralty of the City—a position which he resigned (in his second term) to accept the Postmastership to which he was commissioned by President Cleveland.

Mr. S. H. Smith is originally from Wadesboro and he located here in 1875. He was a druggist by profession. Seventeen or more years ago he began, as Dickens's "Pip" says, at "the rudiments," beginning as a clerk in a High Point drug store. He was far from being a tyro in the business when he opened a

fill their own prescriptions. Elsewhere we shall comment upon this fossilized system.

In glancing at the establishment of Smith & Brown we note the pains that are taken to keep the stocks of druggists' sundries complete. There are all manner of toilet articles, imported and domestic, and any taste or purse can be consulted in regards to drugs, chemicals, medicines, etc., we need only say that the respective departments are complete. Briefly told, the house is, as we have stated in the caption to this article, a representative one, and as such it has won the position it holds in the trade circles of town.

HINSHAW & BYNUM.

As Heretofore, They are at the Head of a House which Transacts

A LARGE JOBBER AND RETAIL TRADE.

There is more and more effort constantly being made by a number of our merchants to create for Winston a wholesale trade of importance. These merchants are "live," "wide awake" business men,—they read the "signs of the times," and they realize the fact that Winston of necessity becomes the central supply point for a very considerable area. Among those of our merchants who are moving earnestly in the matter of attracting additional wholesale trade to our town, none are to be more commended by the SENTINEL than the house whose firm style heads this article, and we have accordingly taken pains to collate some items of a general and specific character bearing upon it.

The co-partners are George W. Hinshaw and Wade H. Bynum, who organized the present firm five years ago as successors to Hinshaw Bros., though the original firm was Hinshaw & Co., in 1879, and who were located where Hodgkin & Sullivan now are. In 1873 the firm became Hodgkin, Hinshaw & Co.; in 1877 Hinshaw Bros. built and took possession of the place of business now occupied.

Mr. Hinshaw is a native of Chatham county, and though yet a young man he has the distinction of having been the second merchant to locate here after the war. This was early in 1863, and the population of Winston was then about

railway, for fertilizers, land plaster, etc. This fertilizer business, by the way, constitutes an important item in the annual trade of the firm, and is, without doubt, the largest in the State. Mr. Hinshaw began selling fertilizers here in 1870 and that year his sales aggregated four tons—since then they have reached the enormous total of 900 tons per year.

So far as regards the general merchandise operations of the firm, we may say that the greater proportion of sales is at wholesale. One commercial traveler is employed, and the wholesale trade is attracted from all the adjacent counties, both in this State and Virginia. Buyers have long since found out that Hinshaw & Bynum can serve them equally well or to better advantage than Richmond, Charlotte and other cities, and so the wholesale trade maintains a healthy growth. To meet this trade the firm buy in the leading markets of the country and in large quantities, their principal supply points being New York, Philadelphia, Baltimore, Boston and Chicago—they buy where they can to the best advantage, and they are enabled to give their customers the advantages that accrue.

While the wholesale trade of Hinshaw & Bynum is in this prosperous condition, their retail trade is none the less satisfactory. We question if another house in Winston draws patronage, retail patronage, we mean, from so great a distance. Many a customer of the house lives a hundred miles or more from the Twin City, and though they do not put in frequent appearance, still they come. Of course one may speculate variously as to the causes that have conspired to build up a business of such proportions, as the one we here write of. The causes are necessarily various, but the prime factor of success is undoubtedly to be found in the good, old-fashioned habit the firm have of keeping absolute, implicit faith with their patrons, in making no representations that facts do not justify. Then, top, they use printer's ink very liberally and they use it in such a way as to impart confidence in the claims they make.

Hinshaw & Bynum do not go in for sensational methods. They realize that they live in a practical, matter-of-fact age and that their business dealings are with practical

efficient, and the other machinery is simply perfect, and wherever machines can be made to do the work usually done by hand they will be utilized. Hydraulic box presses will take the place of the hand presses usually employed, and hydraulic double and caddy finishers will also be used. In brief, after the tobacco leaves the rollers it will be handled by machinery, and in this arrangement several new features have been introduced—at least not more than one or two factories in town have ventured to them.

In referring to the third floor we neglected to say that a portion of it is completely fitted up as a box factory—an important branch of the business.

The capacity of the factory is estimated at from three quarters of a million to one million pounds, and when the manufacturing season opens in the Spring, Mr. Hanes expects to have about 200 hands at work. He doesn't have any apprehension as to not being able to dispose of all the tobacco he can manufacture, nor should he—his name has too long been associated with this branch of industry, and throughout the North, South and West he will find a cordial welcome awaiting such goods as the new factory will turn out.

It is Mr. Hanes' design to manufacture all conceivable kinds and styles of chewing tobaccos, except fine cut. He will make plug, twist, coil and navy, and he unreservedly declares it his intention to turn out the best line of goods ever emanating from a Winston factory. It is quite a big promise, 'tis true, but he is quite equal to its performance, and the SENTINEL, in common with the community, generally, will welcome the coming of the day when this mammoth new factory shall begin operations. There is room for it and for many others.

As is known, Winston has the pick of the entire tobacco crop of the golden belt. Here are marketed the best grades of leaf, and it is to this market that Mr. Hanes will look for most of his supply. And he knows what he wants, too. He has been connected with the tobacco trade ever since boyhood, and for the last twelve years he has been a manufacturer; as one of the firm of P. H. Hanes & Co., his name has become intimately associated with the tobacco trade of Winston, and his knowledge of the business in all its details and general

about him, and his new enterprise will not and cannot prove a half-way success—it will be complete and ample, and like the huge structure in which the business will be carried forward, will prove a monument to spirited endeavor and to trade triumph.

T. H. PEGRAM, JR.

The Trade Interests Represented by Him are Important

AND WE MAKE PUBLIC SUCH ITEMS AS WE HAVE RELATIVE TO THEM.

Though a native of Edgecombe county, most of Mr. Pegram's life has been passed in Forsyth, and he has been a Winstonian for about fourteen years. Since then he has been connected with our trade interests of one kind or another, his first clerkship being with Jacob Tise. Subsequently he was in the employ of his father, T. H. Pegram, and at the death of Levy Bros. and of Hinshaw Bros. In 1881 he first engaged in trade upon his own account as one of the firm of W. M. Hinshaw & Co., which partnership was dissolved in November 1883. Thereupon Mr. Pegram began dealing in guanos, handling Baker's Standard made at Baltimore. This occupying but a portion of his time last fall he opened a general Merchandise Brokerage establishment, especially representing W. S. Forbes & Co., of Richmond, who, in turn, are connected with some of the largest provision houses in the West.

This arrangement, of course, makes Mr. Pegram a representative of almost boundless capital and infinite supplies, and he, in turn, has not been idle. He has built up a large trade at wholesale, his sales of meats alone aggregating not far from 75,000 pounds per month, while his other business also continues to develop.

In fertilizers he continues to handle Baker's Standard and also the Edlittown Soluble Guano, made at New Bedford, Mass., and John Merriam & Co.'s Ammoniated Dissolved Bone; during the past year his sales of these fertilizers amounted to about 230 tons and he confidently expects that the business in this department will increase from 50 to 100 tons the coming year.

He also handles wheat and corn in large quantities receiving them in car lots, and another specialty of his trade is the deservedly famous roller process flour, manufactured by Grimes Bros., of Lexington, N. C., a flour which no better flour is to be found in this market.

Last February Mr. Pegram also undertook the sale of the famous Piedmont Wagon, made at Hickory, this State. The farmers of this and other States know how excellent a wagon the Piedmont is, how durable it is, and Mr. Pegram has found no difficulty whatever in selling quantities of them. He always has some on hand, and he will be pleased to explain their many excellencies to any one who contemplates buying a wagon.

Mr. Pegram could not have secured a better location for his business, or one more convenient for his farmer trade. His office and ware rooms are upon Oldtown street, in close proximity to the Piedmont and Farmer's Warehouses and here he will at all times be happy to meet his numerous friends and acquaintances. Those who may have business with him and yet don't know him will find Mr. Pegram a most agreeable man, full of that quality which is designated as "business snap;" for that matter, his business success here abundantly demonstrates the fact.

AMONG OUR WOODWORKERS.

Spaugh & Miller Operate a Planing-Mill and Sash, Door and Blind Factory.

THEY ARE ALSO CONTRACTORS AND BUILDERS.

On the 21st of January, 1884, the firm of Joyce, Spaugh & Miller were formed, their specialties being the planing mill business and the manufacture of sash, doors and blinds, as well as contracting and building. For two years prior to that time Messrs. W. J. Spaugh and J. R. Miller had been associated together in the manufacture of brick. In Oct. last Mr. Joyce's interest in the wood working business was purchased by Spaugh & Miller, and these gentlemen have since been pushing the business.

The co-partners are energetic workers and their division of labor is such that the best results follow. Mr. Spaugh attends to the contracting and building and oversees the out-of-doors work generally. By trade he is a brick mason—he has lived here in Winston for the past twenty-seven years, and the evidences of his skill as a master-workman are to be found all about town in the form of factories, business blocks and residences. Mr. Miller finds his time occupied in the factory and in digging its work. He, too, is a practical mechanic—a carpenter by trade.

The firm have an excellently equipped factory, supplied with new and improved machinery which is operated by steam power. We are not informed as to what the working capacity of the factory is, but we do know that it turns out as highly finished and thoroughly made work as any similar factory in the State, and it enters into active competition for both the wholesale and retail trade that centers here. The factory building is not specially noteworthy, but its location is a good one, being removed from the highways and yet within easy reach of customers. The yard is a magnificent one, affording ample room for the storage of lumber and whenever the firm may find it necessary or desirable to increase their manufacturing facilities they have plenty of ground upon which to build. All

about the factory, too, are some splendid building lots which will be in active demand before long.

In and out of the factory Messrs. Spaugh & Miller employ a force usually numbering twenty workmen. Contracts for new buildings constantly multiply, and it is hardly necessary for us to add that whatever work is undertaken by the firm is well and faithfully fulfilled. Possessed as they are of every advantage for doing work or furnishing material in their lines cheaply and expeditiously, having a good reputation at home and through men, it is not at all strange that Spaugh & Miller find themselves kept very busy. They are prepared to make estimates and undertake contracts on any class of work, and we hope there won't be any "let up" in the demands upon their time and services.

THE WINSTON CIGAR FACTORY.

An Industrial Concern that is Meeting with Gratifying Success.

ITS REPUTATION EXTENDS THROUGHOUT SEVERAL STATES.

Winston can boast possession of but one cigar factory, and that one has been successfully established only by the most persistent effort and the employment of ample capital. The business is conducted under the firm name of V. O. Thompson & Co., and the co-partners are men who are not in the habit of associating themselves with business ventures of any kind that cannot be made successful. These co-partners are Dr. V. O. Thompson, the pioneer druggist of Winston, J. C. Baxton, a well known merchant, Col. W. Alsbaugh, cashier of the First National Bank, and R. T. Stedman, the latter officiating as book-keeper and traveler for the factory. The business was established only about two years ago, but as it employs some twenty-five or thirty workmen it has put upon the market many a thousand of as prime cigars as ever a smoker contented himself with. The writer has tested many of the brands, and he "speaks by the card" when he says that the goods from the Winston Cigar Factory are straight and reliable. Take the ten cent cigar known as Queen of Sumatra, for instance. Not half of the 15 or even 25 ct. cigars sold are so good or possess so high a fragrance as the "Queen." It is another great favorite among smokers of ten cent cigars, while the "Wachovia," which retails at five cents, the J. C. P., Clincher, Victor, Rough and Ready, THE WESTERN SENTINEL, and other brands to the number of twenty or more, are all deservedly held in high repute by those who are competent to pass judgment upon the merits of a cigar.

The fact is that the Winston Cigar Factory is the leading one in the State, if not in the South, perhaps, barring factories at Key West, and the merit of its product is recognized in all sections of the country. A large and growing trade is held in New York and other Northern cities—something that no other cigar factory in the State has—and throughout North and South Carolina, Georgia, Alabama, Florida and Texas, wherever introduced, in fact the cigars made here in Winston hold a reputation second to none.

The secret of the success of the enterprise may easily be found. In the first place the gentlemen we have named were in earnest when they undertook the establishing of such a business, and they have not been sparing of time, money and labor in the accomplishment of their object. In the second place, they have used none but the best procurable material in the manufacture of cigars, and this excellence of material has been supplemented by excellence of workmanship. The cigars made not only smoke well, but they look well, and every smoker knows how much the appearance of a cigar has to do with its sale. Then, too, a uniform standard of quality in the various brands has been maintained. The cigars don't "run out;" that is, the factory does not deteriorate the character of the goods after a reputation has been established. In other words, the factory is here to stay. It is a Win too institution of which we feel proud, and every Winstonian will join us in wishing it the most abundant and complete success for all time to come.

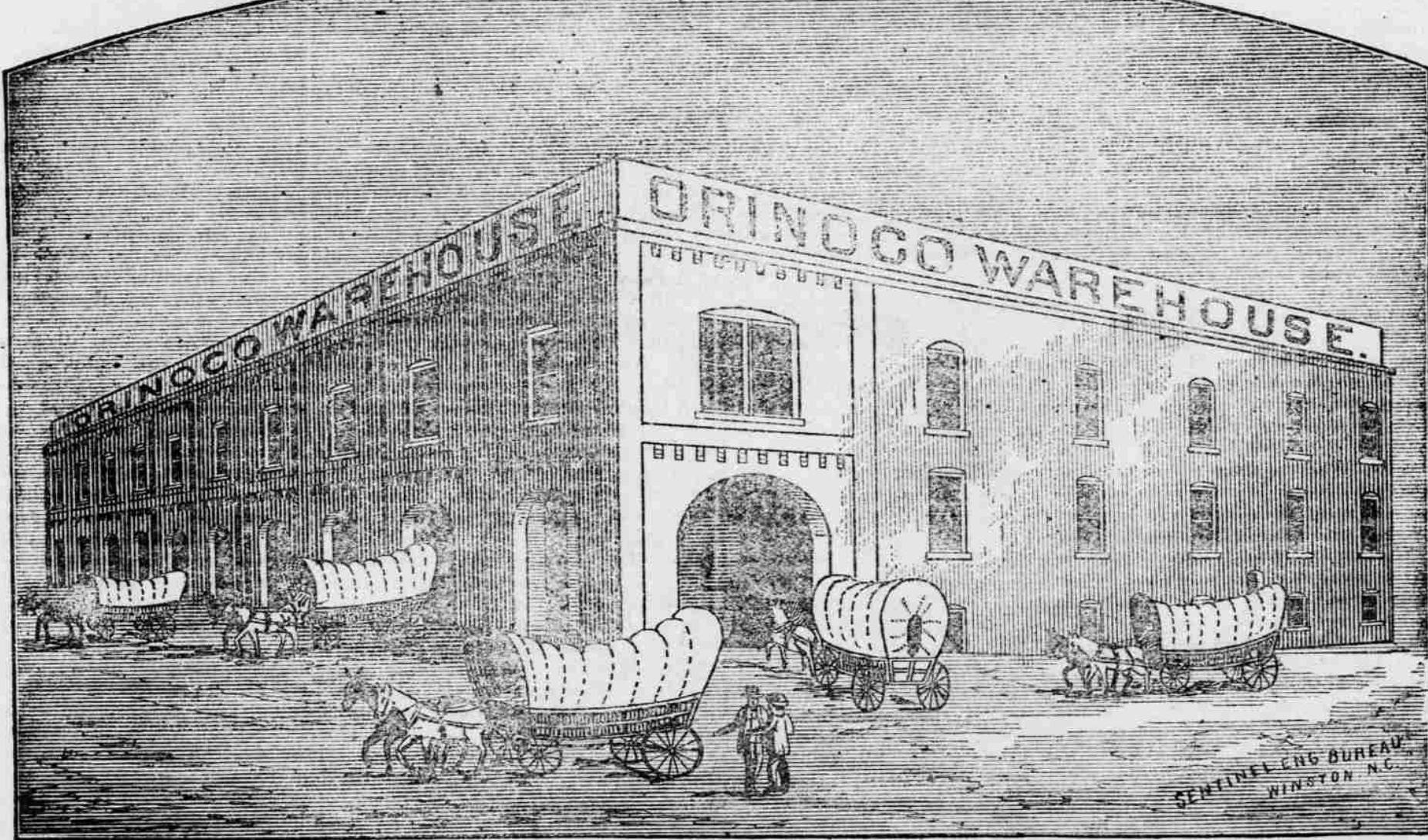
S. ROSENBACHER.

He is Engaged in Two Distinct Lines of Trade.

Upon Main street, opposite the Court House square, are the two stores of Mr. S. Rosenbacher, one of them devoted to dry goods and general merchandise, the other to ready made clothing, gentlemen's furnishings, goods, and the other things that belong to that line of trade. The houses are popular ones, too, with the people. Polite attentions on the part of proprietors and clerks, good goods and low prices have their effect, and that effect takes shape in the form of increased and increasing sales and a friendly feeling upon the part of the patrons of the house.

Mr. Rosenbacher came to Winston from the eastern part of the State five years ago. He at once established trade, and from the very outset his house controlled a business of goodly proportions. Though a young man, as we repeat, are most successful merchants, Mr. Rosenbacher had, had nine or ten years, it is here—it is true that he was a stranger to the people hereabouts, but by business efforts he soon made himself and his house known, and to day, in each department of his business he holds a trade that has been worked for and which has been deserved.

We have heard many an one speak of the bargains that are to be had at Rosenbacher's—we would suggest to our readers that they call and see for themselves.



drug store here, and he conducted the business alone very successfully until forming a partnership with Mr. W. C. Brown three years ago last July. Since then the success of the enterprise has been, if possible, more marked than before. The co-partners work together in harmony, each is animated by a desire to build up the trade to its utmost, and the result of that work is seen in the present standing of the house.

Mr. Brown is considerably the junior of his partner, though, for that matter, both are young men. Mr. Brown is from Davie county; he is a registered pharmacist, and very naturally, in view of the official position his partner holds, the active management of the business largely falls upon him.

The premises occupied by Smith & Brown were built by Mr. Smith. He was so unfortunate as to lose his old place of business by fire in 1881; as soon as possible he rebuilt, and the result is one of the finest business blocks in the city. It is of brick, 20x70 feet, three floors, the third floor being used as Masonic Hall.

In fitting up the sales room great care was taken to meet the requirements of the trade as well as to make the premises attractive. All of the furniture is in the best of good taste—there is no tawdry display—but everything impresses one with the idea that it is a business house with business men at the head of it—men who pursue business methods.

The bulk of the trade of Smith & Brown is at retail. It is to the retail trade that they especially cater, but at the same time they control a very considerable wholesale trade with dealers in this and adjoining counties—a trade that comes here of its own accord and which gradually grows into more and more importance. We have no doubt that they will gladly fill jobbing bills from home or abroad—fill them at low rates and fill them promptly—at all events they are abundantly prepared to do so.

The prescription department is very carefully looked after, but the fact remains that the physicians of town in great part pursue the system in vogue half a century ago and

430; Mr. Hinshaw entered the employ of Hodgkin & Sullivan and remained with them until becoming a partner in the house. He it was that fitted up the first tobacco warehouse in Winston (a temporary affair) for Maj. Brown's occupancy. It seemed such a foolish thing in the eyes of the business community that friend Hinshaw says he was actually ashamed to come down town for a day or two, and certainly he and Maj. Brown were ridiculed unmercifully by many a "doubting Thomas of that day."

Mr. Bynum is a Stokes county man—he came here on the 31st of December, 1879, engaged as book-keeper with Hinshaw Bros. and remained with them as such until becoming a partner, as we have said, five years ago. So much as regards the personnel of the firm—to this we may add by saying that the co-partners are just the men to make a success of such enterprises as they conduct. They have made themselves popular with everybody in this and adjoining communities, and they are business men in the strictest acceptance of the term.

We have said that Hinshaw Bros. built the premises now occupied by Hinshaw & Bynum. Let us consider these premises briefly: The building is of frame, and fronts 70 feet on Fourth street, facing the Piedmont Warehouse, and is 90 ft. deep. Its arrangement is much as follows: The first floor is divided into two large salesrooms, one for the jobbing of dry goods and the other for the wholesale grocery department.

The second floor (first floor upon 4th st.) is sub-divided into four rooms, the east room for the retail boot and shoe department; next to it comes dress goods, notions, etc.; next is the wholesale and retail departments for hardware, clothing, groceries, and dry goods, and the next room is for heavy groceries.

Upon the third floor, in the east room we find stoves and tinware, while the west room is given up to dried fruits and grain. On Oldtown street the firm have a warehouse for salt and oils, and another, a large brick structure by the side of the

matter-of-fact people. They believe in giving an honest dollar's worth of goods for the money, and while they are as liberal in their dealings as men can well afford to be, they exercise practical common sense, and when they need to be conservative they are conservative. Every care is taken to give satisfaction to each customer, whether a wholesale or retail buyer, and this scrupulous care is another element of success.

Without multiplying words we may simply say by way of conclusion to the Winstonian that the business of Hinshaw & Bynum in every way well prepared to cater to the wants of all so far as their lines of trade are concerned, and they hope to make a firm friend of every patron.

MAGNIFICENT FACTORY

B. F. Hanes is Just Completing one of the Largest and

BEST EQUIPPED TOBACCO FACTORIES IN THIS SECTION.

Chestnut street is the abiding place for a number of the most extensive tobacco factories of Winston, and upon this thoroughfare one is now being completed by Mr. B. F. Hanes, that, in point of size, of capacity of production and of facilities of manufacture will rank among the foremost in the State.

The building is of brick, 150x55 feet, four floors and garret, and these various floors will be utilized as follows: Upon the first floor will be rolling and press rooms; the second floor will be used for storage of leaf, for picking and casing; the third and fourth floors will be for storage, as will the garret. The building is built of unusually strong timbers, and it seems as if there is a window wherever one could be placed to advantage. Mr. Hanes believes in having a well lighted and well ventilated factory, and he certainly has carried that belief into execution in this instance.

The machinery that will be used will be the best procurable. The engine and boiler will be amply suf-

ficient, and the other machinery is simply perfect, and wherever machines can be made to do the work usually done by hand they will be utilized. Hydraulic box presses will take the place of the hand presses usually employed, and hydraulic double and caddy finishers will also be used. In brief, after the tobacco leaves the rollers it will be handled by machinery, and in this arrangement several new features have been introduced—at least not more than one or two factories in town have ventured to them.

In referring to the third floor we neglected to say that a portion of it is completely fitted up as a box factory—an important branch of the business.

The capacity of the factory is estimated at from three quarters of a million to one million pounds, and when the manufacturing season opens in the Spring, Mr. Hanes expects to have about 200 hands at work. He doesn't have any apprehension as to not being able to dispose of all the tobacco he can manufacture, nor should he—his name has too long been associated with this branch of industry, and throughout the North, South and West he will find a cordial welcome awaiting such goods as the new factory will turn out.

It is Mr. Hanes' design to manufacture all conceivable kinds and styles of chewing tobaccos, except fine cut. He will make plug, twist, coil and navy, and he unreservedly declares it his intention to turn out the best line of goods ever emanating from a Winston factory. It is quite a big promise, 'tis true, but he is quite equal to its performance, and the SENTINEL, in common with the community, generally, will welcome the coming of the day when this mammoth new factory shall begin operations. There is room for it and for many others.